

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

July 9, 1998

RJR Account #154180  
Mr. J. Derigo  
DERIGO SALES  
(For Weekly Salem Distribution)

**SALEM TEAR TAPE PROMOTION #800438: AUGUST**

Dear John:

Attached are weekly August orders for Salem .30¢ Tear Tape product. Customer List will be provided by RJR Manager, K. Jurgensen. ***This product is being shipped @ .30¢ off-invoice.***

<u>WEEKLY PRODUCT PO#s</u>	<u>ARRIVAL DATES</u>	<u>EFT \$ AMOUNTS</u>
PO # SWK1	7/27/98	\$1,623.04
PO # SWK2	8/3/98	\$1,623.04
PO # SWK3	8/10/98	\$1,623.04
PO # SWK4	8/17/98	\$1,623.04

*Cancelled  
C. Club  
8/4/98*

**BRAND STYLES SHIPPED WEEKLY**

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	2
12300-24195	Full Flavor 100	1
12300-24196	Light	1
12300-24197	Light 100	1

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610  
/jc

cc: K. Jurgensen  
R. Duszynski  
Wholesaler Packing Instructions

AUGSAL.DOC

51845 6928

Derigo = 154180

"X-TRA" QUANTITIES OF SALEM TEAR TAPE NEEDED  
FOR "Derigo menthol/city program"  
(6m cases)

PO #5 Begin	SM 85	SM100	LTMS	LTMS	TOTALS
7/27/98 SWK 1	(2)	(1)	(1)	(1)	(5)
7/27/98					
SWK 2					
8/3/98					
SWK 3					
8/10/98					
SWK 4					
8/17/98	8	4	4	4	(20)
Monthly TOTALS	Extra				Extra

Take extra from Mc Lane to cover  
Klein (Check w/ Boston for extra)

51845 6929

Effective  
7/27/98  
(for August)

4 → thru 1998

# "Salem TEAR TAPE"

CHAIN = SADO GAS (1260-00-00)  
Supplier = Derigo (154190)

NAME

SIS #

MBS

M100

Lym 85

Lym 100

TOTAL

SADO GAS

(CHAIN ID  
1260-00-00)

497268

12

10

20

10

52

765413

12

10

20

10

52

128642

12

10

20

10

52

357756

12

10

20

10

52

488478

12

10

20

10

52

579726

12

10

20

10

52

620303

12

10

20

10

52

683061

12

10

20

10

52

764711

12

10

20

10

52

764723

12

10

20

10

52

764734

12

10

20

10

52

765363

12

10

20

10

52

788813

12

10

20

10

52

357767

12

10

20

10

52

514559

12

10

20

10

52

ALL

15

LOCATIONS

This is  
the "UAP"  
changes!

6/25/98

51845 6930

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:08:35.0

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y			12		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			12		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	3	3	12		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	12		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	1	1	12		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			12		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y	1	1	12		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			12		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	12		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	12		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	12		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	12	12	12		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	12		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y			12		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			12		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit Retrn QTY UPDT SRCH BKWD FRWD TOTL Main

*Salem Lt*

51845 6931

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:09:38.1

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y			10		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			10		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	1	1	10		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	10		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	1	1	10		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			10		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y			10		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			10		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	10		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	10		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	10		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	2	2	10		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	10		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y			10		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			10		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit Retrnr QTY UPDT SRCH BKWD FRWD TOTL Main

*Salem*  
*Lt 100*

51845 6932

K31 - BPEK31S1 STUB ACCOUNT QUANTITIES 15 OF 15 06/25/98 - 16:10:24.3

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y	1	1	20		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			20		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	3	3	20		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	20		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	3	3	20		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			20		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y	3	3	20		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			20		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	20		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	20		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	20		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	21	21	20		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	20		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y	1	1	20		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			20		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit Retrtn QTY UPDT SRCH BKWD FRWD TOTL Main

*Salem dt*

51845 6933

K31 - BPEK31S1    STUB ACCOUNT QUANTITIES    15 OF    15    06/25/98 - 16:11:09.0

Terr	Acct	Name	City	VAP	Chn	Oppor	Sugg	Rev	Extra	Msg
162601	497268	STOP N GAS #11	NIAGARA	Y	Y			10		
162601	765413	SADO GAS #7	LOCKPORT	Y	Y			10		
162603	128642	STOP N GAS #4	WEST SEN	Y	Y	2	2	10		
162603	357756	STOP N GAS #2	BUFFALO	Y	Y	1	1	10		
162603	488478	STADIUM MOBIL #	ORCHARD	Y	Y	2	2	10		
162603	579726	STOP N GAS #9	WEST SEN	Y	Y			10		
162603	620303	STOP N GAS #6	HAMBURG	Y	Y			10		
162603	683061	STOP N GAS #14	LACKAWAN	Y	Y			10		
162603	764711	STOP N GAS #10	BUFFALO	Y	Y	1	1	10		
162603	764723	STOP N GAS #12	HAMBURG	Y	Y	1	1	10		
162603	764734	STOP N GAS #1	BUFFALO	Y	Y	1	1	10		
162603	765363	STOP N GAS #13	HAMBURG	Y	Y	6	6	10		
162603	788813	STOP N GAS #15	HAMBURG	Y	Y	1	1	10		
162606	357767	YORKSHIRE SERV	YORKSHIR	Y	Y	1	1	10		
162606	514559	MACHIAS MINI MA	MACHIAS	Y	Y			10		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit    Retr    QTY    UPDT    SRCH    BKWD    FRWD    TOTL    Main

*Salem*  
*LT 100*

51845 6934